

**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

*On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA-Advantage!<sup>TM</sup>, a menu-driven database system. The Internet address for GSA-Advantage!<sup>TM</sup> is: <http://www.gsaadvantage.gov>*

**Advertising & Integrated Marketing Solutions**

**FSC Group: 541**

**Contract No.: GS-23F-0051M**



*For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at: <http://www.fss.gsa.gov>*

**Contract Period: 11/8/2001 - 11/7/2011**

**Contractor:**

**Laughlin, Marinaccio & Owens, Inc.  
2000 North 14th Street, Suite 800  
Arlington, VA 22201-2573  
Telephone: (703) 875-2193  
Fax: (703) 875-2199  
<http://www.lmo.com>**

**Contract Administrator:**

**Sharon Cunningham  
Laughlin, Marinaccio & Owens, Inc.  
2000 North 14th Street, Suite 800  
Arlington, VA 22201-2573  
Telephone: (703) 797-7151  
Fax: (904) 997-1699  
<http://www.lmo.com>  
Email: [sharoncunninhgam@lmo.com](mailto:sharoncunninhgam@lmo.com)**

**Business Size/Status: Small, Veteran-Owned**

**Prices shown herein are NET (discount deducted).**

**Pricelist updated through Modification A181 dated August 29, 2011.**

## GENERAL CONTRACT INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):

- 541-5: Integrated Marketing Services
  - 541-1000: Other Direct Costs
- (Please refer to page #3 for a more detailed description)

1a. Lowest Priced Model Number and Lowest Price: Please refer to page # 7

2. Maximum Order: \$1,000,000

3. Minimum Order: \$100

4. Geographic Coverage: Domestic Only

5. Point (s) of Production: Not Applicable

6. Discount from List Price: All Prices Herein are Net

7. Quantity Discounts: Not Applicable

8. Prompt Payment Terms: Net 30 days

9a. Government Purchase Card *is* accepted at or below the micro – purchase threshold.

9b. Government Purchase Card *is* accepted above the micro – purchase threshold.

10. Foreign Items: None

11a. Time of Delivery: To Be Negotiated with Ordering Agency

11b. Expedited Delivery: To Be Negotiated with Ordering Agency

11c. Overnight and 2-Day Delivery: To Be Negotiated with Ordering Agency

11d. Urgent Requirement: To Be Negotiated with Ordering Agency

12. F.O.B. Point(s): Destination

13a. Ordering Address: Laughlin, Marinaccio & Owens, Inc.  
Attn: Sherri Green/GSA Orders  
2000 North 14th Street, Suite 800  
Arlington, VA 22201-2573

13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: Laughlin, Marinaccio & Owens, Inc.  
Attn: Accounts Receivable/GSA Orders  
2000 N 14th Street, Suite 800  
Arlington, VA 22201

15. Warranty Provision: Not Applicable

## GENERAL CONTRACT INFORMATION (CONTINUED)

- |   |   |
|---|---|
| 16. Export Packing Charges:   | Not Applicable                                      |
| 17. Terms & Conditions of Government Purchase Card Acceptance:  | None  |
| 18. Terms and conditions of rental, maintenance, and repair:  | Not Applicable                                      |
| 19. Terms and conditions of installation (if applicable):   | Not Applicable                                      |
| 20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices:  | Not Applicable                                      |
| 20a. Terms and conditions for any other services (if applicable):   | None  |
| 21. List of service and distribution points (if applicable):  | Not Applicable                                      |
| 22. List of participating dealers (if applicable):  | Not Applicable                                      |
| 23. Preventative maintenance (if applicable)  | Not Applicable                                      |
| 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.):   | Not Applicable                                      |
| 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: <a href="http://www.Section508.gov/">www.Section508.gov/</a> : | Contact contract administrator for more information |
| 25. Data Universal Number System (DUNS) Number:   | 931898969   |
| 26. Laughlin, Marinaccio & Owens, Inc. <i>is</i> registered in the Central Contractor Registration (CCR) database.  |   |

## **CONTRACT OVERVIEW**

GSA awarded Laughlin, Marinaccio & Owens, Inc. a GSA Federal Supply Schedule contract for Advertising & Integrated Marketing Solutions (AIMS), Contract No. GS-23F-0051M. The current contract period is 11/8/2001 - 11/7/2011. GSA may exercise a total of up to two additional 5 year option periods. The contract allows for the placement of Firm Fixed Price or Time and Materials task orders using the labor categories and ceiling rates defined in the contract.

## **CONTRACT ADMINISTRATOR**

Sharon Cunningham  
Laughlin, Marinaccio & Owens, Inc.  
2000 North 14th Street, Suite 800  
Arlington, VA 22201-2573  
Telephone: (703) 797-7151  
Fax Number: (904) 997-1699  
Email: sharoncunninhgam@lmo.com

## **MARKETING AND TECHNICAL POINT OF CONTACT**

Sherri Green  
Laughlin, Marinaccio & Owens, Inc.  
2000 North 14th Street, Suite 800  
Arlington, VA 22201-2573  
Telephone: (703) 797-7107  
Fax Number: (703) 875-2199  
Email: sherrigreen@lmo.com

## **CONTRACT USE**

This contract is available for use by all federal government agencies, as a source for Advertising & Integrated Marketing Solutions. Executive agencies, other Federal agencies, mixed –ownership Government corporations, and the District of Columbia; government contractors authorized in writing by a Federal agency pursuant to 48 CFR 51.1; and other activities and organizations authorized by statute or regulation to use GSA as a source of supply may use this contract. Additionally, contractors are encouraged to accept orders received from activities within the Executive Branch of the Federal Government.

## **SPECIAL ITEM NUMBER (SIN) DESCRIPTIONS**

### **541 5 --- Integrated Marketing Services**

This SIN will be used to offer a complete solution that integrates various services found under the other SINs. Services required under this SIN may include the creation of comprehensive solutions using strategically targeted marketing plans that include full service execution of media planning and creative multimedia campaigns. These comprehensive solutions include services available separately under: 541-1 Advertising, 541-2 Public Relations, 541-3 Web Based Marketing, and 541-4 Specialized Marketing. Contractors must have the capabilities to provide services identified within all Special Item Numbers. NOTE: SIN 541-5 may not be used to fulfill individual requirements that are covered separately by other SINs in this schedule. SIN 541-5 may only be used to fulfill comprehensive agency requirements that span multiple service offerings from the schedule.

### **541 1000 --- Other Direct Costs (ODCs) are expenses other than labor hours.**

All ODCs proposed must be directly related to a service being offered under this Schedule and can only be purchased in conjunction with the Schedule service. Possible ODCs may include such items such as audio/visual equipment, facility rental, commercial production, media costs, booth space rental, etc.

## **INSTRUCTIONS FOR PLACING ORDERS FOR SERVICES BASED ON GSA SCHEDULE HOURLY RATES**

GSA provides a streamlined, efficient process for ordering the services you need. GSA has already determined that Laughlin, Marinaccio & Owens, Inc. meets the technical requirements and that our prices offered are fair and reasonable. Agencies may use written orders; facsimile orders, credit card orders, blanket purchase agreement orders or individual purchase orders under this contract.

If it is determined that your agency needs an outside source to provide AIMS services, follow these simple steps:

### **Step 1. Develop a Statement of Work (SOW)**

In the SOW, include the following information:

- Work to be performed,
- Location of work,
- Period of performance;
- Deliverable schedule, and
- Special standards and any special requirements, where applicable.

### **Step 2. Select Contractor and Place Order**

- If the order is at or below the micro-purchase threshold, select the contractor best suited for your needs and place the order.
- If the order is exceeding but less than the maximum order threshold (MOT), prepare an RFQ;
- If the order is in excess of the MOT, prepare an RFQ. Consider expansion of competition and seek price reductions.

### **Step 3. Prepare a Request for Quote (RFQ)**

- Include the SOW and evaluation criteria;
- Request fixed price, ceiling price, or, if not possible, labor hour or time and materials order;
- If preferred, request a performance plan from contractors and information on past experience; and include information on the basis for selection.
- May be posted on GSA's electronic RFQ system, e-Buy

### **Step 4. Provide RFQ to at least Three Firms**

### **Step 5. Evaluate Offers, Select Best Value Firm, and Place Order**

## **REQUIREMENTS EXCEEDING THE MAXIMUM ORDER**

In accordance with FAR 8.404, before placing an order that exceeds the maximum order threshold, ordering offices shall:

- Review additional schedule contractors' catalogs/price lists or use the "GSA Advantage!" on-line shopping service;
- Based upon the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
- After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

Vendors may:

Offer a new lower price for this requirement (the Price Reduction clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations.)

- Offer the lowest price available under the contract; or
- Decline the order (orders must be returned in accordance with FAR 52.216-19).

A task order that exceeds the maximum order may be placed with the Contractor selected in accordance with FAR 8.404. The order will be placed under the contract.

Sales for orders that exceed the Maximum Order shall be reported in accordance with GSAR 552.238-74.

## BLANKET PURCHASE AGREEMENT

Ordering activities may establish BPAs under any schedule contract to fill repetitive needs for supplies or services. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPAs and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). In determining how many BPAs to establish, consider:

- The scope and complexity of the requirement(s);
- The need to periodically compare multiple technical approaches or prices;
- The administrative costs of BPAs; and
- The technical qualifications of the schedule contractor(s).

Establishment of a single BPA, or multiple BPAs, shall be made using the same procedures outlined in 8.405-1 or 8.405-2. BPAs shall address the frequency of ordering, invoicing, discounts, requirements (*e.g.* estimated quantities, work to be performed), delivery locations, and time.

When establishing multiple BPAs, the ordering activity shall specify the procedures for placing orders under the BPAs.

Establishment of a multi-agency BPA against a Federal Supply Schedule contract is permitted if the multi-agency BPA identifies the participating agencies and their estimated requirements at the time the BPA is established.

Ordering from BPAs:

Single BPA. If the ordering activity establishes one BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises.

Multiple BPAs. If the ordering activity establishes multiple BPAs, before placing an order exceeding the micro-purchase threshold, the ordering activity shall:

- Forward the requirement, or statement of work and the evaluation criteria, to an appropriate number of BPA holders, as established in the BPA ordering procedures; and
- Evaluate the responses received, make a best value determination (see 8.404(d)), and place the order with the BPA holder that represents the best value.

BPAs for hourly rate services. If the BPA is for hourly rate services, the ordering activity shall develop a statement of work for requirements covered by the BPA. All orders under the BPA shall specify a price for the performance of the tasks identified in the statement of work.

Duration of BPAs. BPAs generally should not exceed five years in length, but may do so to meet program requirements. Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA's period of performance.

Review of BPAs:

The ordering activity that established the BPA shall review it at least once a year to determine whether:

- The schedule contract, upon which the BPA was established, is still in effect;
- The BPA still represents the best value (see 8.404(d)); and
- Estimated quantities/amounts have been exceeded and additional price reductions can be obtained.

The ordering activity shall document the results of its review.

## HOURLY RATES FOR SERVICES

SIN(s) 541-5 / 541-5RC

GSA Labor Categories		11/08/10 - 11/07/11
Agency Principal	Management Supervisor	\$180.48
Account Service	Account Supervisor	\$124.48
Account Service	Account Executive	\$80.79
Account Service	Account Coordinator	\$61.32
Account Service	Administrative Clerical	\$55.01
Account Service	Contract Manager	\$120.32
Account Service	Assistant Business Manager	\$77.34
Creative	Creative Director	\$180.48
Creative	Art Director/SR Art	\$103.14
Creative	Copywriter/SR copy	\$103.14
Creative	Dir Graph Design Group	\$111.73
Creative	Graphic Designer	\$68.74
Research/Media	Research/Media Director	\$171.37
Research/Media	Media Supervisor	\$120.33
Research/Media	Buyer/Planner	\$77.34
Research/Media	Media Assistant	\$61.89
IT	Senior Webmaster	\$112.81
IT	Web Designer/Webmaster	\$85.90
Production	Production Mgr.	\$137.52
Production	Asst. PP Mgr.	\$92.82
Production	Traffic Manager	\$91.08



## RATES FOR OTHER DIRECT COSTS (ODC'S)

**SIN 541-1000 / 541-1000RC**

Service	Specification	Quantity	Cost
Brochure	3.5" x 8.5", 20 pages + cover, 80# Gloss Text & Cover, 4 color process, saddle stitched	10,000 copies	\$7,552.00
	10 1/2" x 8.5", 1 sheet - 2 pages, Folds, 80# Gloss Text, 4 color process	20,000 copies	\$2,982.07
Pocket Folder	18" x 16", Glue tabs folded to 9" x 12", 120# Gloss Cover, 6 colors. 1 side, trim & fold, Die cut w/Business Card Slits & CD, 2-4" Glued Pockets	2,000 copies	\$4,464.00
Post Card	4.25" x 6", Black plus 1 PMS, 10 point (C1S)	161,000 copies	\$4,311.00
Car Cards	21" x 11" 4 color process, files supplies	200 copies	\$1,181.33
First Class Meter	Plus actual postal cost	161,000 copies	\$4,825.00
Tape Duplication	10, 15, 20, 30, 45, 60, 90, 120 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 999 copies	
	10 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$13.50
	10 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$9.25
	10 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$5.45
	10 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$3.00
	10 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$2.75
	10 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$2.35
	10 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$1.90
	10 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$1.62
	15 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$14.50
	15 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$9.95
	15 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$5.95
	15 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$3.20
	15 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$2.85
	15 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$2.45
	15 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$1.95
	15 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$1.70
	20 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$15.50
	20 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$10.45
	20 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$6.45
	20 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$3.45
	20 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$2.95
	20 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$2.65

Service	Specification	Quantity	Cost
	20 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$2.10
	20 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$1.85
	30 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$17.50
	30 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$11.00
	30 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$7.45
	30 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$3.75
	30 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$3.10
	30 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$2.95
	30 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$2.20
	30 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$2.00
	45 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$18.50
	45 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$12.95
	45 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$8.95
	45 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$5.00
	45 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$3.75
	45 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$3.25
	45 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$2.75
	45 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$2.60
	60 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$19.50
	60 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$13.95
	60 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$9.95
	60 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$6.45
	60 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$4.25
	60 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$3.50
	60 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$3.15
	60 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$3.05
	90 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$24.50
	90 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$15.95
	90 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$11.95
	90 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$7.65
	90 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$6.45

Service	Specification	Quantity	Cost
	90 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$4.95
	90 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$4.25
	90 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$3.75
	120 minute Sony tape stock, glossy slip sleeve, laser face label	1 to 2 copies (Price for each)	\$29.50
	120 minute Sony tape stock, glossy slip sleeve, laser face label	3 to 9 copies (Price for each)	\$19.95
	120 minute Sony tape stock, glossy slip sleeve, laser face label	10 to 19 copies (Price for each)	\$13.45
	120 minute Sony tape stock, glossy slip sleeve, laser face label	20 to 49 copies (Price for each)	\$10.00
	120 minute Sony tape stock, glossy slip sleeve, laser face label	50 to 99 copies (Price for each)	\$7.10
	120 minute Sony tape stock, glossy slip sleeve, laser face label	100 to 249 copies (Price for each)	\$5.95
	120 minute Sony tape stock, glossy slip sleeve, laser face label	250 to 499 copies (Price for each)	\$5.00
	120 minute Sony tape stock, glossy slip sleeve, laser face label	500 to 999 copies (Price for each)	\$4.20
<b>Tape Duplication</b>	<b>10, 15, 20, 30, 45, 60, 90, 120 minute Sony tape stock, plastic case with label</b>	<b>1 to 999 copies</b>	
	10 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$14.00
	10 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$9.75
	10 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$5.95
	10 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$3.50
	10 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$3.25
	10 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$2.85
	10 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$2.40
	10 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$2.15
	15 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$15.00
	15 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$10.45
	15 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$6.45
	15 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$3.70
	15 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$3.35
	15 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$2.95
	15 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$2.45
	15 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$2.20
	20 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$16.00
	20 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$10.95
	20 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$6.95

Service	Specification	Quantity	Cost
	20 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$3.95
	20 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$3.45
	20 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$3.15
	20 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$2.60
	20 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$2.35
	30 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$18.00
	30 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$11.50
	30 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$7.95
	30 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$4.25
	30 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$3.60
	30 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$3.45
	30 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$2.70
	30 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$2.50
	45 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$19.00
	45 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$13.45
	45 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$9.45
	45 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$5.50
	45 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$4.25
	45 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$3.75
	45 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$3.25
	45 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$3.10
	60 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$20.00
	60 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$14.45
	60 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$10.45
	60 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$6.95
	60 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$4.75
	60 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$4.00
	60 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$3.65
	60 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$3.55
	90 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$25.00
	90 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$16.45

Service	Specification	Quantity	Cost
	90 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$12.45
	90 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$8.15
	90 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$6.95
	90 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$5.45
	90 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$4.75
	90 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$4.25
	120 minute Sony tape stock, plastic case with label	1 to 2 copies (Price for each)	\$30.00
	120 minute Sony tape stock, plastic case with label	3 to 9 copies (Price for each)	\$20.45
	120 minute Sony tape stock, plastic case with label	10 to 19 copies (Price for each)	\$13.95
	120 minute Sony tape stock, plastic case with label	20 to 49 copies (Price for each)	\$10.50
	120 minute Sony tape stock, plastic case with label	50 to 99 copies (Price for each)	\$7.60
	120 minute Sony tape stock, plastic case with label	100 to 249 copies (Price for each)	\$6.45
	120 minute Sony tape stock, plastic case with label	250 to 499 copies (Price for each)	\$5.50
	120 minute Sony tape stock, plastic case with label	500 to 999 copies (Price for each)	\$4.70
CD-R Duplication	Window sleeve, black printing directly on CD	1 to 1,000 copies	
	Window sleeve, black printing directly on CD	1 copy	\$10.00
	Window sleeve, black printing directly on CD	5 copies	\$7.50
	Window sleeve, black printing directly on CD	10 copies	\$7.00
	Window sleeve, black printing directly on CD	15 to 29 copies	\$5.00
	Window sleeve, black printing directly on CD	30 to 49 copies	\$4.00
	Window sleeve, black printing directly on CD	50 to 74 copies	\$3.50
	Window sleeve, black printing directly on CD	75 to 99 copies	\$3.25
	Window sleeve, black printing directly on CD	100 to 149 copies	\$3.00
	Window sleeve, black printing directly on CD	150 to 199 copies	\$2.50
	Window sleeve, black printing directly on CD	200 to 299 copies	\$2.25
	Window sleeve, black printing directly on CD	300 to 499 copies	\$2.00
	Window sleeve, black printing directly on CD	500 to 599 copies	\$1.75
	Window sleeve, black printing directly on CD	600 to 699 copies	\$1.65
	Window sleeve, black printing directly on CD	700 to 849 copies	\$1.50
	Window sleeve, black printing directly on CD	850 to 999 copies	\$1.25
	Window sleeve, black printing directly on CD	1000 copies	\$1.00
CD-R Labeling	Black Thermal Transfer Label on blank CD-R on spindle	200 copies	\$313.50
CD-R Labeling	One, Two, Three or Four Color or Full Bleed Color	1 to 500 copies/500+ copies	
	One Color	1 to 500 copies	\$0.25
	One Color	500+ copies	\$0.20
	Two, Three or Four Color	1 to 500 copies	\$0.35
	Two, Three or Four Color	500+ copies	\$0.30
	Full Fleed Color	1 to 500 copies	\$0.50
	Full Fleed Color	500+ copies	\$0.40
CD-R Packaging	Plastic Prim-Pak Case	Per Copy	\$0.15
	Jewel Case	Per Copy	\$0.25
CD-R Jewel Case Front Inserts	One, Two, Three or Four Color or Full Bleed Color	1 to 500 copies/500+ copies	



Service	Specification	Quantity	Cost
	One Color	1 to 500 copies	\$0.60
	One Color	500+ copies	\$0.50
	Two, Three or Four Color	1 to 500 copies	\$0.70
	Two, Three or Four Color	500+ copies	\$0.60
	Full Flead Color	1 to 500 copies	\$0.80
	Full Flead Color	500+ copies	\$0.70
CD-R Jewel Case Back Inserts	One, Two, Three or Four Color or Full Bleed Color	1 to 500 copies/500+ copies	
	One Color	1 to 500 copies	\$0.35
	One Color	500+ copies	\$0.30
	Two, Three or Four Color	1 to 500 copies	\$0.45
	Two, Three or Four Color	500+ copies	\$0.40
	Full Flead Color	1 to 500 copies	\$0.55
	Full Flead Color	500+ copies	\$0.50
Betacamsp Duplication	5, 10, 20, 30, 60, 90 minute Sony tape stock, labeling	1 to 500+ copies	
	5 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$35.95
	5 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$29.95
	5 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$25.95
	5 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$23.95
	5 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$21.95
	5 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$19.95
	5 minute Sony tape stock, labeling	200 to 249 copies (Price for each)	\$17.95
	5 minute Sony tape stock, labeling	250 to 499 copies (Price for each)	\$16.95
	5 minute Sony tape stock, labeling	500+ copies	\$15.95
	10 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$41.95
	10 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$35.95
	10 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$29.95
	10 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$28.95
	10 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$26.95
	10 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$23.95
	10 minute Sony tape stock, labeling	200 to 249 copies (Price for each)	\$21.95
	10 minute Sony tape stock, labeling	250 to 499 copies (Price for each)	\$19.95
	10 minute Sony tape stock, labeling	500+ copies	\$18.95
	20 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$54.95
	20 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$48.95
	20 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$36.95
	20 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$35.95
	20 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$33.95
	20 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$29.95
	20 minute Sony tape stock, labeling	200 to 249 copies (Price for each)	\$26.95
	20 minute Sony tape stock, labeling	250 to 499 copies (Price for each)	\$23.95

Service	Specification	Quantity	Cost
	20 minute Sony tape stock, labeling	500+ copies	\$22.95
	30 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$64.95
	30 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$56.95
	30 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$49.95
	30 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$42.95
	30 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$39.95
	30 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$35.95
	30 minute Sony tape stock, labeling	200 to 249 copies (Price for each)	\$30.95
	30 minute Sony tape stock, labeling	250 to 499 copies (Price for each)	\$27.95
	30 minute Sony tape stock, labeling	500+ copies	\$26.95
	60 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$129.95
	60 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$99.95
	60 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$84.95
	60 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$74.95
	60 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$65.95
	60 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$59.95
	60 minute Sony tape stock, labeling	200 to 249 copies (Price for each)	\$52.95
	60 minute Sony tape stock, labeling	250 to 499 copies (Price for each)	\$47.95
	60 minute Sony tape stock, labeling	500+ copies	\$43.95
	90 minute Sony tape stock, labeling	1 to 2 copies (Price for each)	\$149.95
	90 minute Sony tape stock, labeling	3 to 9 copies (Price for each)	\$119.95
	90 minute Sony tape stock, labeling	10 to 19 copies (Price for each)	\$112.95
	90 minute Sony tape stock, labeling	20 to 49 copies (Price for each)	\$105.95
	90 minute Sony tape stock, labeling	50 to 99 copies (Price for each)	\$104.95
	90 minute Sony tape stock, labeling	100 to 199 copies (Price for each)	\$89.95
	90 minute Sony tape stock, labeling	200 + (Price for each)	\$85.95
<b>One Inch Duplication</b>	<b>5, 10, 20, 30, 60 minute stock, labeling</b>	<b>1 to 201+ copies</b>	
	5 minute stock, labeling	1 copy	\$28.00
	5 minute stock, labeling	2 to 10 copies	\$25.00
	5 minute stock, labeling	11 to 25 copies	\$23.00
	5 minute stock, labeling	26 to 50 copies	\$21.00
	5 minute stock, labeling	51 to 100 copies	\$19.00
	5 minute stock, labeling	101 to 150 copies	\$18.00
	5 minute stock, labeling	151 to 200 copies	\$17.00
	5 minute stock, labeling	200+ copies	\$16.00
	10 minute stock, labeling	1 copy	\$35.00
	10 minute stock, labeling	2 to 10 copies	\$32.00
	10 minute stock, labeling	11 to 25 copies	\$30.00
	10 minute stock, labeling	26 to 50 copies	\$25.00
	10 minute stock, labeling	51 to 100 copies	\$23.00
	10 minute stock, labeling	101 to 150 copies	\$22.00
	10 minute stock, labeling	151 to 200 copies	\$21.00
	10 minute stock, labeling	200+ copies	\$20.00
	20 minute stock, labeling	1 copy	\$40.00

Service	Specification	Quantity	Cost
	20 minute stock, labeling	2 to 10 copies	\$37.00
	20 minute stock, labeling	11 to 25 copies	\$35.00
	20 minute stock, labeling	26 to 50 copies	\$30.00
	20 minute stock, labeling	51 to 100 copies	\$28.00
	20 minute stock, labeling	101 to 150 copies	\$27.00
	20 minute stock, labeling	151 to 200 copies	\$26.00
	20 minute stock, labeling	200+ copies	\$25.00
	30 minute stock, labeling	1 copy	\$65.00
	30 minute stock, labeling	2 to 10 copies	\$62.00
	30 minute stock, labeling	11 to 25 copies	\$60.00
	30 minute stock, labeling	26 to 50 copies	\$58.00
	30 minute stock, labeling	51 to 100 copies	\$55.00
	30 minute stock, labeling	101 to 150 copies	\$54.00
	30 minute stock, labeling	151 to 200 copies	\$53.00
	30 minute stock, labeling	200+ copies	\$52.00
	60 minute stock, labeling	1 copy	\$120.00
	60 minute stock, labeling	2 to 10 copies	\$115.00
	60 minute stock, labeling	11 to 25 copies	\$110.00
	60 minute stock, labeling	26 to 50 copies	\$105.00
	60 minute stock, labeling	51 to 100 copies	\$100.00
	60 minute stock, labeling	101 to 150 copies	\$95.00
	60 minute stock, labeling	151 to 200 copies	\$90.00
	60 minute stock, labeling	200+ copies	\$85.00
<b>3/4" U-Matic Duplication</b>	<b>5, 10, 20, 30, 60 minute stock, labeling</b>	<b>1 to 151+ copies</b>	
	5 minute stock, labeling	1 copy	\$16.95
	5 minute stock, labeling	2 to 5 copies	\$12.95
	5 minute stock, labeling	6 to 10 copies	\$11.95
	5 minute stock, labeling	11 to 25 copies	\$10.95
	5 minute stock, labeling	25 to 50 copies	\$9.95
	5 minute stock, labeling	51 to 100 copies	\$8.95
	5 minute stock, labeling	101 to 150 copies	\$8.75
	5 minute stock, labeling	151+ copies	\$8.50
	10 minute stock, labeling	1 copy	\$20.95
	10 minute stock, labeling	2 to 5 copies	\$15.95
	10 minute stock, labeling	6 to 10 copies	\$14.95
	10 minute stock, labeling	11 to 25 copies	\$12.95
	10 minute stock, labeling	25 to 50 copies	\$11.95
	10 minute stock, labeling	51 to 100 copies	\$10.95
	10 minute stock, labeling	101 to 150 copies	\$10.75
	10 minute stock, labeling	151+ copies	\$10.50
	20 minute stock, labeling	1 copy	\$25.95
	20 minute stock, labeling	2 to 5 copies	\$18.95
	20 minute stock, labeling	6 to 10 copies	\$17.95
	20 minute stock, labeling	11 to 25 copies	\$15.95
	20 minute stock, labeling	25 to 50 copies	\$14.95
	20 minute stock, labeling	51 to 100 copies	\$12.95
	20 minute stock, labeling	101 to 150 copies	\$12.75
	20 minute stock, labeling	151+ copies	\$12.50
	30 minute stock, labeling	1 copy	\$28.95
	30 minute stock, labeling	2 to 5 copies	\$20.95
	30 minute stock, labeling	6 to 10 copies	\$19.95
	30 minute stock, labeling	11 to 25 copies	\$17.95
	30 minute stock, labeling	25 to 50 copies	\$15.95
	30 minute stock, labeling	51 to 100 copies	\$13.95
	30 minute stock, labeling	101 to 150 copies	\$13.75
	30 minute stock, labeling	151+ copies	\$13.50
	60 minute stock, labeling	1 copy	\$36.95
	60 minute stock, labeling	2 to 5 copies	\$27.95



Service	Specification	Quantity	Cost
	60 minute stock, labeling	6 to 10 copies	\$24.95
	60 minute stock, labeling	11 to 25 copies	\$22.95
	60 minute stock, labeling	25 to 50 copies	\$21.95
	60 minute stock, labeling	51 to 100 copies	\$19.95
	60 minute stock, labeling	101 to 150 copies	\$19.75
	60 minute stock, labeling	151+ copies	\$19.50
TV Commercial	Produce 1 30 Sec and 1 15 Sec TV Spot; includes Stylist, Location, Location Search, Props, Make-up, Hairstyle, Titles/Layout/Artwork, Animation, Screening of Dailies, VTR	2 TV Commericals	\$763,374.00
Talent			
15 Sec TV Commercial - Sound (Reuse)	Off Camera (7 Individuals); includes gross wages, Union AFM, H&W, Commission	13 week cycle	\$1,199.55
30 Sec TV Commercial - Sound (Reuse)	Off Camera (7 Individuals); includes gross wages, Union AFM, H&W, Commission	13 week cycle	\$1,199.55
15 Sec TV Commercial - Sound (Reuse)	Off Camera (7 Individuals); includes gross wages, Union AFM, H&W, Commission	13 week cycle	\$1,099.55
30 Sec TV Commercial - Sound (Reuse)	Off Camera (7 Individuals); includes gross wages, Union AFM, H&W, Commission	13 week cycle	\$1,099.59
30 Sec TV Commercial (Session)	On Camera (20 Individuals); includes gross wages, Union SAG, Misc Payments, P & H, Commission	13 week cycle	\$8,837.29
60 Sec Radio (Session)	Off Camera (1 Individual); includes gross wages, Union AFT, P & H, Commission	13 week cycle	\$556.16
30 Sec TV/Cable (Reuse)	On Camera (11 Individuals, 1 w/premium); includes gross wages, Union SAG, Misc Payments, P & H, Commission	13 week cycle	\$7,169.74
30 Sec Public Service Radio (Reuse)	Off Camera (3 Individuals); includes gross wages, Union AFT, P & H, Commission	1 year	\$3,230.79
60 Sec Radio (Reuse)	Off Camera (1 Individual); includes gross wages, Union AFT, P & H, Commission	13 week cycle	\$303.82
60 Sec Public Service Radio (Reuse)	Off Camera (3 Individuals); includes gross wages, Union AFT, P & H, Commission	1 year	\$3,230.79
30 Sec TV Commercial (Session)	On Camera (13 Individuals); includes gross wages, Union SAG, Misc Payments, P & H, Commission	13 week cycle	\$6,826.30
Post Production Create Splits to DA88 (Digital Audio)	Audio Productin/Load Restore Project	Per Hour	\$75.00
Post Production Create Splits to DA88 (Digital Audio)	Audio Production/Layoff Splits	Per Hour	\$125.00
Post Production Dubbing	Audio Dubs/Select dub from (2) DA88 to (3) DATs	Per Hour	\$12.50
Post Production Dubbing	Selected Transfers	Each	\$9.00
Post Production Dubbing	Video Duplication/Transfer DBCT to (1) DBCT	Per Hour	\$50.00
Post Production Dubbing	Video Duplication/From (1) BSP to (5) VHS - 2:27 min (Qty 2-5)	Each	\$75.00
Post Production Dubbing	VHS Dubs/2:27 & 3:21 minutes (Qty 2-5); BSP to 5 VHS	Each	\$75.00
Post Production Dubbing	VHS Dubs/8:51 minutes (Qty 6-15)	Each	\$128.00
Post Production Dubbing	VHS Dubs/9:55 minutes (Qty 1)	Each	\$24.00
Post Production Dubbing	(1) SP to (3) SP	Per Hour	\$25.00
Post Production Smoke Revision (Digital Rand Accs Compost)	Video Post Production/Smoke Revision to 30 Sec Spot; Discreet Logic Smoke Only	Per Hour	\$2,450.00
Post Production Smoke Revision (Digital Rand Accs Compost)	Video Post Production/Discreet Layoff to Digital	Per Hour	\$100.00
Post Production Raw Stock	Audio DARS 30MP Striped	Each	\$50.00
Post Production Raw Stock	DAT PDP-015 (SONY)	Each	\$24.00
Post Production Raw Stock	Black & Code D=BCT 006	Each	\$50.00

Service	Specification	Quantity	Cost
Post Production Raw Stock	Black & Code BCT -SP 20	Each	\$60.00
Post Production Raw Stock	D-BCT 006	Each	\$80.00
Post Production Raw Stock	BCT-SP 10	Each	\$72.00
Post Production Raw Stock	Black & Code BCT-SP 010	Each	\$40.00
Post Production Raw Stock	Black & Code BCT-SP 020	Each	\$60.00
Post Production Component Digital Online Editing	Digital Betacam & (1) DME Channel	Per Hour	\$350.00
Post Production Component Digital Online Editing	Digital Betacam - each additional Digital Betacam	Per Hour/Per Betacam	\$50.00
Post Production Component Digital Online Editing	Digital Deck (1) DME Channel	Per Hour	\$72.50
Post Production Avid Random Access Editing	Avid Offline including editor	Per Hour	\$520.00
Post Production Low Res Editing	Avid Offline including editor	Per Hour	\$4,097.00
Post Production 2D Digital Graphics	Motion Control to Analog Formats - 35 - 40 shots	Per Hour	\$250.00
Post Production Motion Control to Analog Formats	Motion Control to Analog Formats	Per Hour	\$150.00
Post Production Component Digital Film to Tape	Tape to tape Color Correction	Per Hour	\$375.00
Post Production Graphics and Special Effects	Discreet Flint or Discreet Smoke, Avid Symphony	Per Hour	\$350.00
Post Production Digital On-line editing	Symphony Editing	Per Hour	\$2,250.00
Post Production Hi-Res - Animatics	Symphony editing	Per Hour	\$725.00
Post Production Captioning	Captioning DBCT/SP/VHS including encryption, transfers & closed captioning	Per Hour (Encryption)	\$78.50
		Per Hour (Transfer DBCT to (1) DBCT Closed	\$62.50
		Per Hour (Transfer DBCT to (4) SP	\$37.50
		Each (VHS Closed Caption Dubs)	\$30.00
		Each (VHS Open Caption Dubs)	\$33.00
Photo Shoot (6 days)	Photographer	Per Day	\$9,000.00
	Photographer-Prep Day	Per Day	\$1,000.00
	Crew	Shoot	\$6,276.87
	Film/Processing/Prints	Shoot	\$14,800.00
	Insurance	Shoot	\$250.00
	Rental (Studio & Equipment)	Shoot	\$3,100.81
	Sets	Shoot	\$829.30
	Shipping & Delivery	Shoot	\$300.00
<b>Electronic Services</b>			
7x10	4 Color Scan w/Random	Each	\$120.00
9x12	4 Color Scan w/Random	Each	\$135.00
10x16	4 Color Scan w/Random	Each	\$150.00
12x19	4 Color Scan w/Random	Each	\$220.00
16x20	4 Color Scan w/Random	Each	\$295.00
20x24	4 Color Scan w/Random	Each	\$425.00
35mm to 4x5	4 Color Scan w/Random - 35mm	18	\$1,467.18
7x10	Greyscale Scan	Each	\$45.00
9x12	Greyscale Scan	Each	\$55.00
10x16	Greyscale Scan	Each	\$60.00
12x19	Greyscale Scan	Each	\$90.00
16x20	Greyscale Scan	Each	\$120.00
20x24	Greyscale Scan	Each	\$170.00
7x10	Additional Random Kodak	Each	\$50.00
9x12	Additional Random Kodak	Each	\$65.00
10x16	Additional Random Kodak	Each	\$80.00

Service	Specification	Quantity	Cost
12x19	Additional Random Kodak	Each	\$110.00
16x20	Additional Random Kodak	Each	\$140.00
20x24	Additional Random Kodak	Each	\$175.00
8 1/2 x 11 1/8	Output Kodak Proof from supplied file	1st	\$165.00
Add'l Proof	Output Kodak Proof from same file	Each	\$65.00
7x10	Supplied 4 Color File Kodak Proof	Each	\$135.00
9x12	Supplied 4 Color File Kodak Proof	Each	\$165.00
10x16	Supplied 4 Color File Kodak Proof	Each	\$175.00
12x19	Supplied 4 Color File Kodak Proof	Each	\$205.00
16x20	Supplied 4 Color File Kodak Proof	Each	\$235.00
20x24	Supplied 4 Color File Kodak Proof	Each	\$265.00
.eps format file	Convert all hi-res images to .3ps and cut silhouette on image	Each	\$87.50
Digital file & proof	Digital file & Kodak Proof from supplied file	Each	\$135.00
Film & velox for Ad	Output Black & White film and velox for 4.5 x 7.25 ad	Each	\$115.00
Film & velox for Ad	Output Black & White film and velox for 2 page 5 x 3.5 ad	Each	\$230.00
Output Final Film & velox	Output final film and velox proof from supplied Ad 4.5 x 7.25 file	Each	\$135.00
Output Final Film & velox	Output final film and velox proof from supplied Business Reply Card (BRC) 5 x 3.5 file	Each	\$135.00
Transmit file to TV Station	Video On Line Express	Each	\$320.00
Transmit 2nd file to TV Station	Video On Line Express - Tied	Each	\$31.00
Transmit file to Radio Station	Audio On Line Economy	Each	\$73.75
<b>Telemarketing</b>	<b>1 Month</b>		
	Mail Inquiries	4,180 Pieces	\$1,881.00
	Complete Calls	4,522 Calls	\$18,766.30
	Incomplete Calls	5,804 Calls	\$4,237.65
	Telephone Inquires	1,929 Calls	\$8,005.35
	Fulfillment Letters	13,659 Letters	\$3,004.98
	Foreign Mail	9 Letters	\$7.74
	Shipping	Cost + 15%	\$183.82
	White Mail/Custom Inquiry	882 Pieces	\$749.70
	File Download	21 downloads	\$221.55
	Programming Requests	39 Requests	\$2,925.00
	Senior Account Manager	7 Hours	\$455.00
	Warehousing	16 Pallets	\$240.00
	ARISS Programming	1 Hour	\$75.00
	E-Smart Mail Read/Opened Brochures	158 Pieces	\$104.28
	1st Class Postage	Actual Cost	\$24,000.00
	Business Reply Envelope Postage Account	Actual Cost	\$6,000.00
	Suppression File	1 Unit per Month	\$29.80
	P.O. Box Rental	1 Unit per Month	\$1.01
	Meterhead Rental	1 Unit per Month	\$33.49
	Business Reply Envelope Rental	1 Unit per Month	\$22.53
	E-Mail Maintenance	1 Unit per Month	\$25.42
	E-Mail Line Charges	1 Unit per Month	\$76.26
	Table Updates	1 Unit per Month	\$20.00
	Programming (System Maintenance)	60 Hours per Month	\$4,500.00
	Report Distribution	1 Unit per Month	\$99.30
	E-Smart Mail Report Distribution	1 Unit per Month	\$300.00
	Data Processing	1 Unit per Month	\$1,909.17
	Phone Charge (Incoming Lines)	1 Unit per Month	\$50.00
	ARISS Daily Download	1 Unit per Month	\$565.00
	Project Management	95 Hours @ \$51 per hour	\$148,814.00
Promotional Materials	T-shirts	1,600	\$7,328.00
	T-shirts XXL	400	\$2,528.00
	11-Card Trading Card Pacs	200,000	\$195,000.00